

Smoking Cessation Specialist Certification

Assignments

1. Write up your Pre-Talk. This does not have to be “verbatim”, and could, if you choose, be a list of bullet points which you would cover. However, it must include all necessary information. For example, saying “educate client about hypnosis” would be insufficient. We need to know how you would do this, and what you would tell the client.
2. Write your script. Again, this need not be verbatim, if you prefer to work in a more ad-lib way. However, again you need to demonstrate that your baseline script covers all necessary areas for “standard” clients. Optional bits are fine, but please include details of the circumstances in which you would use them, or not.

NOTES:

- a. Your work can use parts of scripts borrowed from elsewhere, but needs to be essentially your own and fit with your way of working.
- b. On successful completion of the assignments, we will give you some scripts, and if you are willing, share yours with other specialists who have trained with us. This will be an on-going process.

Short Question Paper

1. What do you feel are the two most common reasons for starting to smoke? Why?
2. Why do you feel people continue to smoke when they no longer want to?
3. What percentage of 20 plus a day smokers light up within 5 minutes of waking?
4. Give three medical conditions that are proven to be worse for smokers
5. Why is the way you handle the initial contact important?
6. Write out your answerphone message
7. What do you do if your client questions your expertise?
8. How do you handle a client who says that they have been told they must stop but they don't really want to?
9. What would you do if your smoker phoned up two hours after the session to say "it hasn't worked"?
10. How do you (or are you going to) market yourself as a smoking cessation expert?